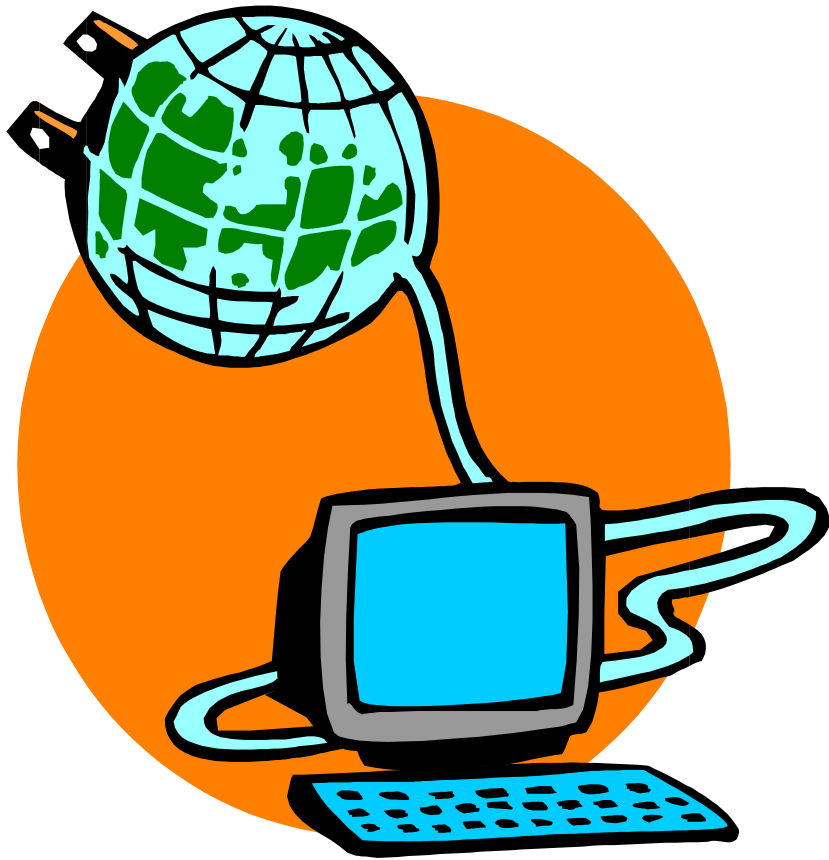


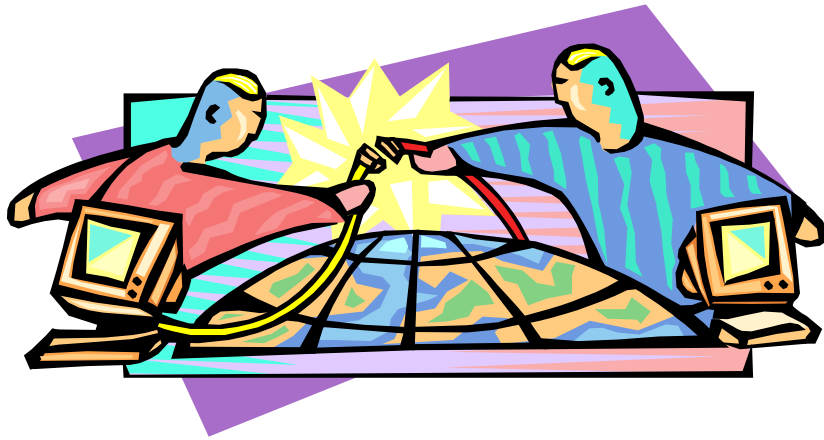
TOPAZ

Status Report



- Maricopa Association of Government Telecommunications Advisory Group
- January 24, 2002

TOPAZ is making a difference



- **Broadband definition**
- **Invitation for quote (IFQ)**
- **Community telecom assessments and TOPAZ**
- **AZ telecom news – bits and pieces**

Definition of broadband

A thick, horizontal yellow brushstroke with a textured, painterly appearance, spanning the width of the slide below the title.

In terms of user benefits, broadband means sufficient bandwidth of at least 1.5 megabits per second to enable electronic applications to include voice, video, Internet and telecommuting at a competitive price.

Team-effort IFQ

- GITA and School Facilities Board teamed together to issue an invitation for quote (IFQ) to carriers on contract



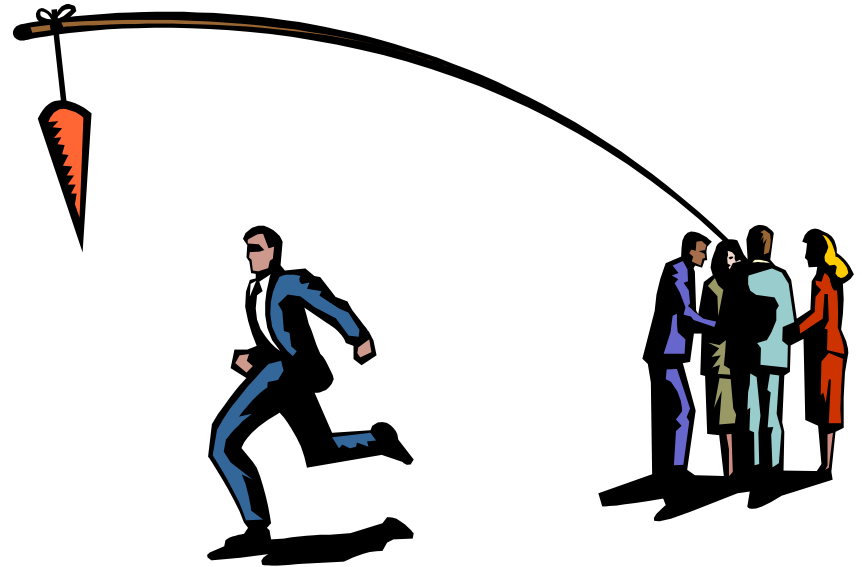
High bandwidth applications – fueling demand



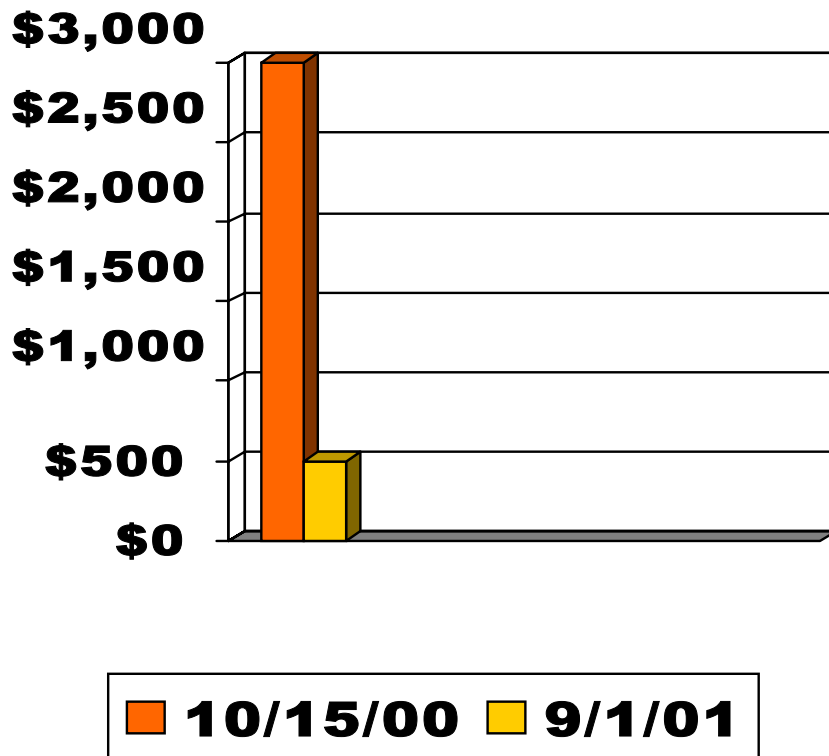
- Education: SFB ASP and E-rate
- Telemedicine
- E-government
- Telejustice
- Telecommuting

Invitation for quote results

- Pricing lowered
- Broadband reach expanded
- Innovative partnerships formed (e.g. First Mile Arizona)



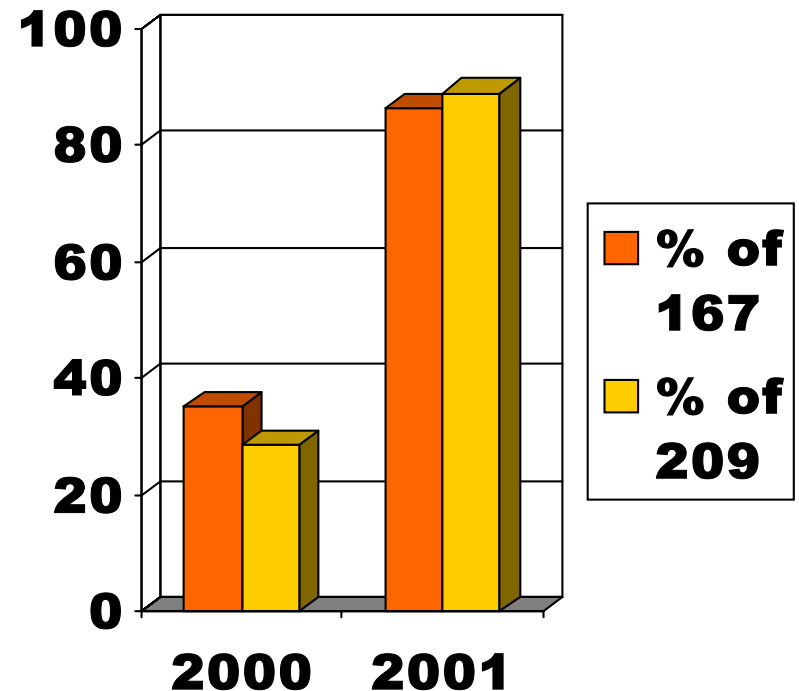
Pricing reduced



- Most agencies paid more than \$3,000 per month for frame relay T1s a year ago
- Pricing for many locations is now under \$500 per month

Broadband offerings through TOPAZ

- Broadband offering in the original list of 167 communities has increased from 50 to 144 communities
- List of 209 locations increased from 60 to 186

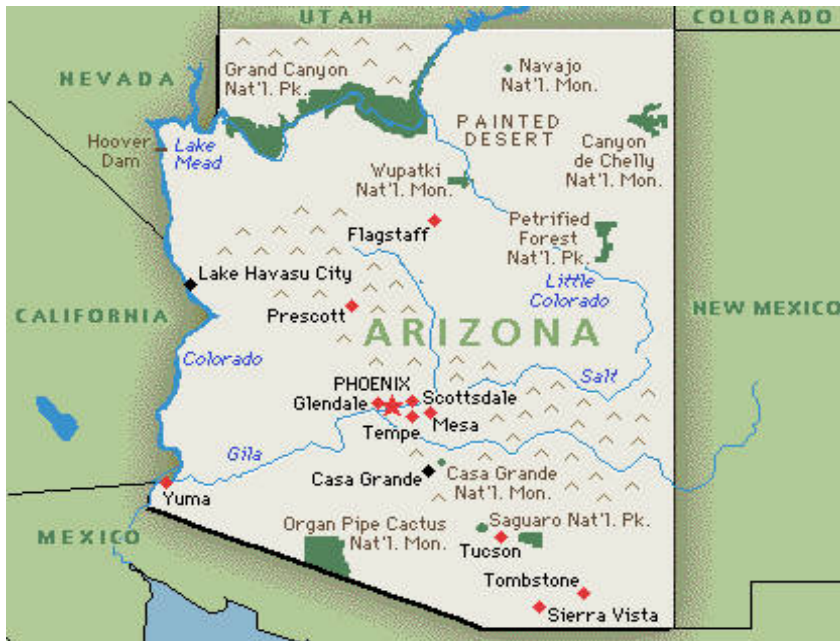


Why? Competition!



- Nine carriers on State contract competing for business
- Leads to lower pricing, increased quality of service, increased service offerings
- Leveraging State buying, aggregating government offices, schools, cities, counties, etc.

First Mile Arizona (partnership example)



- COX Business Services
- Cable providers statewide
- Arizona Cable Telecommunications Association (ACTA)
- CSG Wireless
- AT&T

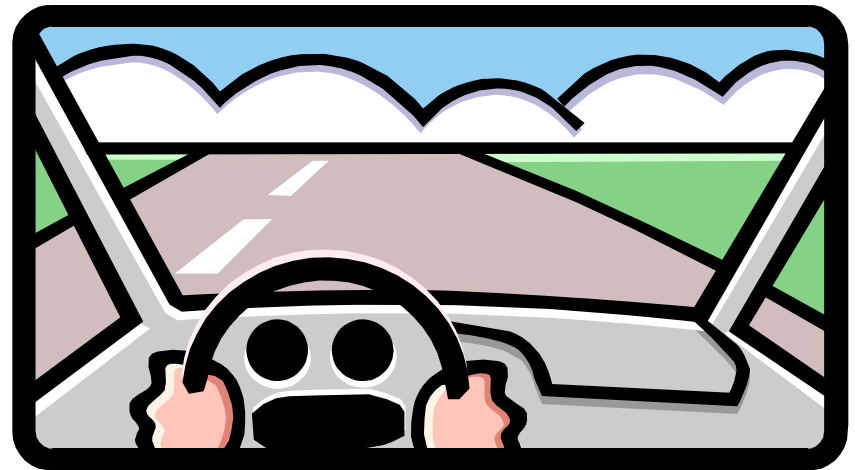
First Mile Arizona



- Unprecedented nationwide
- Uniquely positioned to address all aspects of infrastructure needs (backhaul, last/first mile)
- Benefits residents, businesses, not just government
- Unified front
- Projected to deploy statewide 1Q02
- Spawned by TOPAZ, but not depending on guarantee of business – truly *"Build it and they will come."*

TOPAZ outreach

- Working with Dept. of Education and School Facilities Board to reach schools
- Working with Commerce Dept., APS, and others to reach communities



Community telecom assessments & TOPAZ



- Formal identification of connectivity demand – existing and future
- Engage carriers in meeting demand
- TOPAZ currently ahead of assessments

AZ community telecom bits and pieces

- Still great frustration with service
- Qwest sale to Citizens not happening – Now what?
- Losing job opportunities



TOPAZ is making a difference



- The differentiating factor – Who believes the demand is out there?
- We believe it is, and we're discovering which telcos believe the same

TOPAZ Contact Info



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